



City of Santa Barbara
Airport Department

Memorandum

DATE: June 20, 2012

TO: Airport Commission

FROM: Karen Ramsdell, Airport Director

SUBJECT: Selection of Ampco Parking System to Operate Airport Parking Lots

RECOMMENDATION: That Airport Commission approve a three-year Management Agreement, with two one-year options, with Ampco System Parking (aka ABM Parking Services), a California Corporation, to operate the public parking lots at the Santa Barbara Airport, and provide shuttle service to Long Term Lot 2 for passengers and employees, effective upon completion of the Airline Terminal Improvement Project.

DISCUSSION:

In accordance with Federal Aviation Administration (FAA) requirements for bidding concession activities, staff prepared bid specifications for Public Parking Management at the Airport. Bids were sought from qualified firms to provide management services for the public parking facilities and shuttle bus service between the Airport Terminal and Long Term Parking Lot 2. In addition to the required services, proposers were also requested to include experience and cost to provide Optional Services for valet parking, skycap services, and taxicab starter services.

A mandatory pre-proposal meeting was held on March 27, 2012 with seven companies attending. On April 24, 2012, seven proposals were received which met all of the submittal requirements.

Staff reviewed the proposals and evaluated each on the listed criteria and factors set forth in the RFP. Three proposers: Ace Parking Management, Inc., Ampco System Parking, and Standard Parking received follow-up conference calls to verify and extrapolate on the information contained in their proposals.

Based on the proposal criteria, Staff recommends that Ampco System Parking be awarded the contract:

- Ampco has provided excellent parking management services at SBA since 2001;
- The data submitted shows that Ampco is in sound financial condition;
- Ampco's award winning local Manager, Wendy Lozano, has done an excellent job managing the SBA lots. She has shown herself to be cooperative and resourceful, and has excellent customer service skills.
- The proposed annual management fee is \$19,500 for the first year, and \$39,000 for each succeeding year of the contract. Ampco had the lowest management fee, of the three semi-finalists, for the total contract.

- The proposal includes lease payments for two new vans replacing those with more than 250,000 miles, and including a CNG van at no cost to the Airport.
- Ampco has proven their commitment to excellence of service and operation during the eleven years they have managed the Airport facilities.; and
- Their Proposal was in compliance with all requirements of the RFP.

In addition, Airport Staff will discuss having Ampco take over operation of SkyCap Services at an annual fee of \$18,000 per year and Taxicab Starter services at an undetermined amount. The cost of providing such services will be evaluated during the budget process for each year of the contract.

Completion of the Airline Terminal Improvement Project may extend beyond June 30. The parking operation office will be located in the Historical Terminal so the effective date of the new agreement will commence when the project is completed.